

SUMMER 2025

Hazlett News

A newsletter for clients and mates of Hazlett Limited

Backing our Communities

A commitment to local connection and supporting those working hard to make a difference.

At Hazlett, our purpose is grounded in people - and that means supporting the communities we're part of.

To help bring this purpose to life, we proudly back a wide range of events and fundraising initiatives each year, encouraging meaningful connection and investing in the wellbeing of the communities we serve.

For FY25, we've had the privilege of partnering with some truly great events and organisations. From grassroots sports and school fundraisers to rural shows and regional charities, we're pleased to stand alongside the people who make our neighbourhoods vibrant, resilient, and connected.

This isn't just about sponsorship – it's about giving back to the local areas in which we work and the families of those supporting our business.

It also means showing up in practical ways. Whether volunteering time or offering help where it's needed, our team is ready to lend a hand.

We know that behind every event, organisation or sports team are passionate, hard-working people. To make things a little easier, we've created a simple way to apply for sponsorship through our website. Look for "apply for sponsorship," or find the page and form here.

Our goal is to back initiatives that align with our values and contribute positively in a meaningful way.

We're excited to continue building strong local connections and supporting the people who make our communities thrive.

Thank you to everyone who has welcomed us into their events and trusted us to be part of their journey.



Above: Througout FY25 we were lucky enough to partner with some amazing events and organisations.



We trust that by the time December 25th comes around the grass will still be growing, and the markets remain buoyant, so you can sit down to your Christmas dinner and celebrate.

We wholeheartedly thank everyone for their continued support during the year. We're all in this together and it's you that make our business enjoyable.

Wishing everyone a Merry Christmas and hoping whanau can gather to celebrate what is, compared to what's going on in the rest of the world, a life of bounty.



Online livestock marketing is here!

Through our partnership with Stockies, you can now explore a range of quality livestock listings - all in one place.

Head to our website and under 'Livestock' you'll find 'Our Listings'.

A couple of years ago, Hazlett North Island rural blokes Richard Johnston and Tim Bond popped into the innovations tent at Fieldays. There, Taihape farmer Tom Platts was demonstrating on an iPad his prototype for an online livestock trading application.

Long story short, this really lit the team up. They got behind Tom and helped him tweak his idea into what has become the very successful reality, Stockies.

Tom: "I can't say how incredible they've been or how lucky I've been to have them see the potential in it and run with it. Their team has been brilliant, offering a lot of guidance and time around getting it to work for the industry."

Now, he says, Hazlett is "... our marquee customer."

Before going back to farming, Tom worked in IT. He looked at various trading sites and saw digital tools that he decided would be useful for trading livestock.

"The challenge has really been adapting it for people who are busy farming, and the agents who are out and about working with the farmers."

That meant it had to be as easy to use as sending a text. He says his 71-year-old father who farms at Waiouru was his "crash-test dummy".

"If he could use it, that would be the benchmark."

Richard Johnston: "The farmers are loving it because of the ease in the way it flows. It aligns with other apps that they use like social media – they can scroll through and click on whatever takes their interest."

While the Hazlett Livestock North Island team was first to get on board with Stockies, the South Island crew are steadily building momentum, gradually adding listings to the platform. These are by no means exhaustive, so if you cannot find the stock or offer you are interested in, please get in touch!

Note: Only accredited livestock agents can list on Stockies but their farming clients can have plenty of input in preparing their listings. Farming clients can download the free Stockies mobile app (search 'Stockies' or click here) and link to their Hazlett Livestock agent to get started.

CHARITY AUCTION



At our recent Annual Muster, held to bring our people together, we ran an auction to raise funds for the Prostate Cancer and Breast Cancer Foundations. We're thrilled to have raised $7,000 for each charity.

Left: Presenting the first donation - Maddie Hassall and Silvana Ionita with Chris Ward and Chris Jones (Prostate Cancer Foundation NZ).

Right plan, right results

As we deep dive into summer, I wanted to take a moment to reflect on the great start we've had across all areas of our agronomy business.

This success is a testament to the hard work and great planning our team put in over the winter months, collaborating closely with you, our valued clients. A big thank you for your efforts in getting everything organised - your support truly makes this busy season enjoyable for us all!

Each year, we're steadily improving and chipping away at what we do best. We appreciate the trust you place in us and the support from our suppliers. Our goal is to be your go-to reliable agronomy team on farm, dedicated to helping you achieve the best possible crops and outcomes. We take immense pride in this partnership and are excited to do this alongside you.

Making the right agronomy decisions while managing costs can be complex, but with the right plan and practices your efforts pay off directly in your crops performance. Every paddock is unique and our agronomy team can help you get the best start for a successful season. Our expertise, planning, and timely support can assist in maximising yield, quality - and most importantly, profitability. By investing in our people we ensure you have the guidance and insight to achieve the best results for your farm.

I'm also thrilled to share that we're partnering more closely with Ballance to allow you to charge your fertiliser through your Hazlett account. This collaboration means our team can offer a full-service experience with seed, chemicals, and fertilisers. As a special incentive, for the first year of trading your fertiliser with Hazlett and Ballance, we'll donate $2 per tonne to the school or preschool of your choice. If you're new to trading with us and Ballance, we'll boost that to $4 per tonne! This initiative is all about giving back to our community and supporting the next generation of agricultural enthusiasts.

Thank you for your continued support - it truly means the world to us, and we don't take it for granted.



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CLIENT PROFILE



Tarbotton Land & Civil:
35 Years of Doing It Right

Tarbotton
Land & Civil

Call: 03 307 7065
Email: info@tarbotton.co.nz

203 Frasers Road
PO Box 5072 Tinwald
Ashburton 7741

tarbotton.co.nz

LEFT: L to R - ***Debbie, Tim, Ben, Brad and Stuart Tarbotton***

From small beginnings in the early 1990s to one of Canterbury's most trusted civil construction companies, Tarbotton Land & Civil is a true Mid-Canterbury success story.

Founder Stuart Tarbotton started out with a single digger and a drive to build something of his own. Travelling from farm to farm around Tinwald, he offered his excavation skills to local landowners, cleaning drains, maintaining farm tracks, and taking on any challenge that came his way. Those early years laid the groundwork for the company's hallmark values - hard work, reliability, and precision.

Today, Tarbotton Land & Civil operates across the civil siteworks, earthmoving, quarry, and heavy transport sectors, delivering projects across the residential, commercial, and agricultural landscapes of Canterbury. The team's reputation for quality workmanship, transparency, and professionalism has become synonymous with its brand promise: 'Done Right'.

Still family-owned and operated, the business now includes Stuart and Debbie Tarbotton, alongside their sons Tim, Brad, and Ben, supported by a loyal team of around 50 staff. Many have been with the company for decades - a reflection of the strong culture and sense of pride that runs through the business.

Behind the success is a deep respect for local partnerships. Longtime insurance partner Hazlett Insurance works closely with the Tarbotton family to ensure their substantial plant and operations are appropriately covered. "They understand our business," says Tim Tarbotton. "It's not about selling everything - it's about making sure we've got the right protection for what we actually do."

After 35 years, Tarbotton Land & Civil remains grounded in its roots - a family business built on community spirit, teamwork, and a commitment to every job 'Done Right'.

Peter Engel concludes 14 years with Hazlett

On 30 June, Peter Engel wrapped up over 14 years with Hazlett, having joined in February 2011. Peter officially stepped down from his role as General Manager Insurance back in July 2023, but true to form, he continued to support the business - assisting with insurance administration and compliance. Over his last 18 months he also lent his expertise to the Agronomy team.



Throughout his time at Hazlett, Peter made a significant impact across the organisation. His contributions spanned multiple leadership roles, including Chief Financial Officer, General Manager Funding, Company Secretary, and as a valued member of both the Hazlett Leadership Team and the Hazlett Advisory Board.

We extend our sincere thanks to Peter and wish him all the best in his "semi-retirement." As Peter himself said, he's "never wanted to slow down" - a sentiment reflected in his new role as General Manager/Director of the Canterbury A&P Association.

Self Insurance - Is it right for you?

With insurance costs generally rising over time, partly attributable to more frequent severe weather and higher-value assets, self-insurance is becoming a key strategy for businesses.

Self-insurance means setting aside funds to cover smaller, frequent losses internally, helping manage premium increases and encouraging proactive risk management. When businesses retain more risk, there's a greater focus on loss prevention.

However, self-insurance comes with important considerations. Businesses must be prepared to handle the logistics and costs of repairs, which can be complex without insurer involvement. Self-insurance isn't for everyone; it requires financial discipline and a clear understanding of your risks. For well-managed operations, it offers a way to control insurance costs and build resilience.

Hazlett Insurance can help assess and implement the right self-insurance or alternative risk transfer strategy for your needs.



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Did you know?

Most car insurance policies pay out the current market value of your vehicle in a total loss, not the value you've listed. This can mean a lower payout than expected, so it's important to regularly review your insured value. Some policies offer 'Agreed Value' cover. Ask your broker or insurer about your options.

Driven by shared values

After nine months leading the Hazlett team, I thought it would be a good opportunity to take a breath and reflect on what makes Hazlett who we are.

We have six distinct businesses; Livestock, Agronomy, Insurance, Funding, Procurement and our centralised Administration function. We are One: that means we all have different roles to play, but we wear the same shirt and subscribe to the same values. Like our fellow farming, rural and urban businesses, we face considerable challenges, many of which are outside of our control.

One of those 'outside our control' events occurred late October with significant wind gusts, rain and snow, across much of the country. I'd like to recognise those who have extensive damage; large swathes of downed tree blocks, fences, shelter belts, power lines, and/or pivots and some buildings destroyed either by wind or fire fuelled by wind.

The disruption is shared across the community. Although, like in many abrasive weather events, some areas are inexplicably spared, and this time, Christchurch had the gusts divert as they approached. Once the roads have reopened and power is restored the event (or events) often slip to the back of the mind, and we go on, but for many of our farmers and businesses with an extensive clean up ahead, or mangled pivots and concerns about feed over summer, this event remains in crystal clear focus.

For all of us though, it is an important reminder for business continuity and preparedness – what could we do differently to be better prepared for the next event?

Relying on insurance alone is not enough and having a learning mindset helps insulate us against some of these types of challenges.

Our insurance team have been busy advocating for our clients - if you're not with us and need advice, please reach out.
We have an excellent team who can provide advice and support. We're here to help.

As I reflect on the first nine months, it has been a steep learning curve and it is without doubt easier to navigate all risks, opportunities and challenges when you are surrounded by great people. I am fortunate to be amongst people who are not only phenomenal at what they do, but also how they do it. When I reflect on our values at Hazlett it is the way our People live these values that really differentiates us.

We Are One

We all have different roles to play...
But we wear the same shirt and subscribe to the same values:

Courageous
We challenge the norm and disrupt with purpose.

Personal Accountability
We take responsibility for our actions and are proactive about our own development.

People Together
We value camaraderie, take pride in each other, work together for shared goals and treat others the way we want to be treated.

Tough Business and Powerful Harmony
We excel in competitive markets and we operate with respect, integrity and authenticity to build an intergenerational family business.

Our culture is strong and it is a credit to all of those who wear, or have worn, the Hazlett shirt. My mind remains focused on how we retain our culture as we continue to grow, innovate, challenge the norm and disrupt with purpose.

There is a Māori proverb: 'What is the most important thing in the world? It is the people, the people, the people.'

So when I reflect on the first nine months it is the way our people live our values that stands out. It is my privilege to be part of a great team who care passionately about delivering for our customers, each other and our mates.

As we head into the festive season, we wish you plenty of time, laughter and happiness with the people you love and a healthy, prosperous 2026.

Two-tiered recovery

New Zealand's economic landscape is evolving, with subdued and surprisingly weak economic data which has seen the Reserve Bank reduce the Official Cash Rate by 50 bps since our Spring Newsletter, followed by a further 25, now sitting at 2.25%.

But the surprisingly weak data isn't reflected in the rural sector which is charging ahead and creating a somewhat two-tiered recovery.

With Fonterra planning a capital distribution to shareholders of ~$3.2b as part of the sale of their retail brands to Lactalis, the Dawn Meats purchase of Alliance Shares, a government intent on delivering a simplified resource management framework (although we're yet to see any detail of this) and red meat prices continuing to strengthen, we are seeing optimism in the sector, despite being somewhat dampened by the recent abrasive weather events across the country.

With the optimism in the sector and decreasing funding costs we are also seeing increased demand to utilise Hazlett Funding.

But it isn't just about reducing costs, the main feedback I continue to receive about our Funding team is about how easy the team make funding stock.

Rachel Hefford, Nikki Tod and Maddie Hassall each have an in-depth understanding of the pinch points for funding within different farm systems and their knowledge, accessibility, and can-do attitude is what sets them apart. If you would like to talk about how you can save some time and retain your working capital facility for other on-farm expenses, please give the Hazlett Funding team, or your agent, a call.

With domestic demand remaining weak, our export sectors are carrying the weight of our recovery and with the geopolitical landscape remaining volatile it will be interesting to see when our rural optimism flows through to the wider economy.



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Enjoy the ride

The golden run continues with values at historic highs for sheep, beef and dairy.

And not just for this time of year, but for any.

When will it end? I don't think anyone really knows that. Like anything, the best approach is to enjoy the ride while it lasts.

Of course, climatic factors will come into play. The recent windstorms have damaged pivots in North Canterbury, and the East Coast of both Canterbury and Hawke's Bay is feeling the pinch of dry conditions. A bit of rain wouldn't go amiss, but this is beyond our contol, or anyone else's.

Lamb survival has been very good, and the early on-farm sales in the North Island have been well up on last year.

This will continue in that vein, with most commentators expecting the strong schedules to hold right through until Christmas.

Even wool has seen a slight lift. It's still not where it needs to be, but any upward movement is welcome.

In a nutshell: values are strong, confidence is high and the outlook is bright. The weather may throw a few curveballs - but for now, we ride the wave.



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STAFF PROFILE

Ben Greenslade

Livestock Bloke, Marlborough

North Canterbury born and bred, Ben went shearing when he left school and later worked on fishing boats. After two years off on his OE, he went back to farming, taking on the management and development of a Cheviot hill country block, over six years bringing it up to carrying 5500 stock units.

Then in 2005 he became a SFF field representative, initially in Cheviot; four years later he took on the Marlborough-Nelson region for the meat company. In late April of 2013 he joined the Peter Walsh team covering that same region.

With that team joining Hazlett in 2021, Ben made the move also. Working solo in a large and diverse region like Tasman can be challenging, especially given the huge expansion of viticulture planting over the past 15 years followed up with pine tree planting on hill country blocks. So he welcomed the wider support network that the expanded Hazlett group represented – which he says greatly increased the power of his mobile phone!

Ben is married to Sarah; they live on a small block outside Blenheim. They have two daughters, Amelia and Harriet.

The Greenslades regularly take the opportunity to enjoy "...getting the boat out cruising, fishing and enjoying all that Marlborough sounds can offer...".

HAT PIC



Brian Brice and Heather Henderson have been familiar faces to many of us over the years, and while Brian has hung up his boots from full time work at Hazlett, they're certainly not slowing down.

Heather's grandchildren Nova and George Cronin, along with their family have relocated to Dallas, Texas for a three year work opportunity.

Pictured are Nova and George at Fort Worth Stock Yards.

Blind Low Vision NZ has been nominated to receive the $250 donation.

Need help with livestock costs?

Our flexible funding solutions give you the cashflow you need - without adding debt to your balance sheet. You stay in control, while we carry the load. Livestock funding made simple.

To find out more contact our Funding team on 03 929 0317, or reach out to your local agent.

Sales Calendar

Weekly Sales

Blenheim	Every Second Monday
Coalgate	Each Thursday
Temuka Prime Cattle and Sheep	Each Monday
Temuka Store Cattle	Each Thursday

For all sale dates including special sales, please refer to our calendar or visit **www.hazlett.nz/whats-on** for up-to-date information.

A sneak peek at our 2026 calendar...

























Hazlett
People Together

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